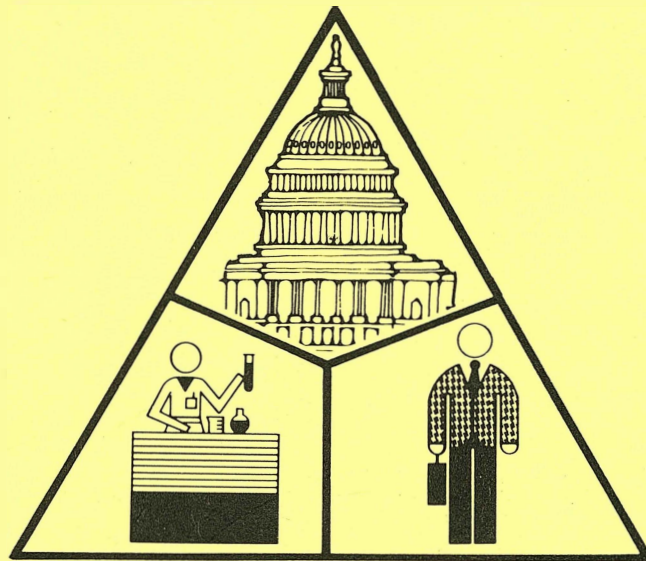


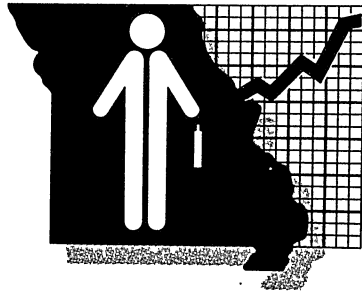
# **SBIR Resource Guide**



# **MISSOURI**

**Division of Community and Economic Development  
National Business Development  
Post Office Box 118  
Jefferson City, Missouri 65102**

**IN COOPERATION WITH THE MISSOURI**



# **Small Business Development Centers**

**SBIR/Hi-Tech Program  
(314) 751-3906**

**State of Missouri  
Community and Economic Development  
P.O. Box 118  
Jefferson City, Missouri 65102**

SMALL BUSINESS INNOVATION RESEARCH  
1986 Program Guide

The Small Business Innovation Research (SBIR) Program provides seed money for new ideas in hundreds of technical areas. More than \$1 billion will be awarded by 12 federal agencies during the five-year life of the program. The program funds commercially promising research projects for a six-month feasibility stage (Phase I) and, in some cases, a follow-up two-year experimental stage (Phase II), with an eye toward eventual non-SBIR Support (Phase III). Phase I projects are usually limited to \$50,000 or less, but projects continuing on to Phase II can receive as much as \$500,000. Awardees retain patent rights to inventions developed from the research.

The three-year-old SBIR program provided a major new source of start-up capital for high-tech research projects with market potential. These projects often fell through the cracks because without an immediate commercial payoff they could not win the approval of a board of directors and, as small business projects, they could not usually look to the government for basic research support. While the research must pursue commercially applicable leads, the ultimate buyer of the product may well turn out to be the government, especially where the project is funded by the Defense Department. SBIR can be used by existing companies or by newly-formed companies.

While the program is highly competitive--an applicant has about a one in seven chance of winning funding--this percentage is still much higher than in traditional federal research programs. Once in the program, an applicant's chances of getting Phase II funding are good. At Defense, over 90 percent of the latest class of Phase I projects that submitted proposals received Phase II funding.

THE UNIVERSITY CONNECTION

While eligibility for these awards is limited to small businesses, many universities have participated in the program as subcontractors. As much as one-third of an SBIR award can be contracted out and, in the typical case, a

small business teams up with a local university for technical advice and access to laboratory facilities.

At the National Science Foundation, nearly two-thirds of small business grantees entered into contracts with universities for technical assistance to their projects. Universities should contact the agencies funding research in their fields of interest for abstracts of ongoing SBIR projects.

One program manager cautioned that universities try to steer projects toward basic research and that this tendency could weaken a project's chances for subsequent funding, since the emphasis on SBIR is on commercial applicability.

#### ADVICE FROM SBIR PROGRAM MANAGERS

The key word in the Small Business Innovation Research law is not small--since small business is broadly defined as an independently-owned firm with 500 or fewer employees. The key word is innovation. The projects must lead to a new commercial product or process. Reference is given to projects that already have won commitments from other businesses for follow-up funding.

Researchers should be creative in their search for funds. For example, basic health research on monoclonal antibodies is supported by the Department of Energy, while the National Institute of Health funds research on microcomputer applications. And the Department of Defense funds research in both health and computer science, and almost everything in between.

Program officials caution applicants to read the solicitation and to know what they are applying for. While this warning may sound trite, all too many potentially acceptable proposals are rejected without review--at one agency a third of the proposals were sent back--because they are unresponsive to the research objectives outlined in the solicitation. In addition, applicants often don't describe in enough detail how the project will be carried out.

Stay in touch with program officials. Remember, in federal contracts the common denominator among successful applicants is not the academic degree of the

principal investigator, the time spent preparing the proposal, or even whether an organization has previously been funded. The only significant variable is whether the awardee had contact with the funding source before it wrote the proposal. This contact serves double duty. It gives the applicant a notion of what the agency really wants to fund. And, of course, the exposure doesn't hurt either.

#### SBIR BY THE NUMBERS

While official fiscal 1985 figures are not available yet, a survey of the 12 agencies in the SBIR program indicates that they made 1,434 Phase I SBIR awards in 1985 from more than 9,500 proposals. This works out to an approval rate of about 15 percent--much higher than traditional government research programs.

The largest programs were Defense (approximately 530 awards), NIH (399 awards), NASA (approximately 150 awards) and Energy (112 awards).

Approval rates were generally highest at the larger agencies: NIH (23 percent), Defense (15%), NASA, Energy and NSF. Defense is also the most structured program, with its SBIR funding channelled into more than 500 specific topic areas that define the research that the department will fund.

The number of Phase I awards in FY '86 should remain unchanged, despite a substantial increase in overall SBIR Funds, according to preliminary projections from the agencies. Most of the funding increase will be used for Phase II awards.

Phase I awardees who apply for Phase II have a good chance of funding. Approval rates average around 1 in 2 at most agencies, including such major players as NSF and Energy. At DOD, the approval rate is over 90 percent.

The maximum award for Phase I is \$50,000 at most agencies, but at some the maximum is as low as \$30,000. Phase II awards can range as high as \$500,000.

The SBIR program supports research in more than 900 topic areas, not all of which are high-tech or even involve laboratory research. While SBIR's major thrust is in high tech fields such as lasers, fiber optics and advanced computer research, the programs support projects in such diverse areas as improving job satisfaction, economic modeling and educational administration.

The program should award more than \$300 million in research contracts and grants in 1986--the exact amount is dependent upon appropriations bills that still await congressional action. This represents a seven-fold increase over SBIR's initial \$45 million appropriation in FY '83.

#### SBIR Selection Criteria

Phase I proposals received in each topic area in the Agency solicitation brochure were evaluated on a competitive basis in the organization which generated the topic, by scientists and engineers knowledgeable in that area and in accordance with the following criteria:

1. The scientific/technical quality of the research proposal and its relevance to the topic description, with special emphasis on its innovation and originality.
2. Qualifications of the principal investigator, other key staff, and consultants, if any, and the adequacy of available or obtainable instrumentation and facilities.
3. Anticipated benefits of the research to the total agency research or research and development effort.
4. Adequacy of Phase I proposed effort to show progress toward demonstrating the feasibility of the concept.

Reviewers based their conclusions only on information contained in the proposal. Final funding decisions were made on the basis of the criteria stated above along with considerations of such factors as duplication with other ongoing work and the overall program balance.

## GENERAL

The following individuals can be contacted for information about the SBIR program:

Mr. Rob Pruitt, SBIR Project Manager  
SBIR/High-Tech Program  
Missouri Division of Community & Economic Development  
P. O. Box 118  
Jefferson City, MO 65102  
314/751-3906

Mrs. Linda K. Leonard, SBIR Project Manager  
SBIR/High-Tech Program  
Missouri Division of Community & Economic Development  
P. O. Box 118  
Jefferson City, MO 65102  
314/751-3906

Mr. Fred Hale, State Director  
Missouri SBDC  
St. Louis University  
3642 Lindell Blvd.  
St. Louis, MO 63108  
314/534-7232

## SBA SUPPORT

SBIR/Procurement Representative  
U.S. Small Business Administration  
911 Walnut  
Kansas City, MO 64106  
816/374-5201

Mr. Ken Bonar  
Assistant District Director for  
Business Development  
U.S. Small Business Administration  
1103 Grand Avenue  
Kansas City, MO 64106  
816/374-5868

Mrs. Kathryn Frazier  
Assistant District Director for  
Business Development  
U.S. Small Business Administration  
815 Olive St., Room 242  
St. Louis, MO 63101  
314/425-6600

#### MISSOURI INNOVATION CENTERS

Dr. Bruce Maier, Executive Director  
Missouri Ingenuity, Inc.  
509 Lewis Hall  
University of Missouri  
Columbia, MO 65211  
314/882-2822

Center for Business Innovation  
4747 Troost Ave.  
Kansas City, MO 64110  
816/561-8567

Mr. Robert Matukewicz  
Missouri InCuTech Foundation  
P. O. Box W  
Rolla, MO 65401  
314/364-8570

Mr. Gene Boesch, Executive Director  
St. Louis Technology Center  
5050 Oakland Ave.  
St. Louis, MO 64110  
314/534-2600

#### MISSOURI SMALL BUSINESS DEVELOPMENT CENTERS

The following is a list of the Missouri Small Business Development Centers that provide small business management and technical assistance to the small business community.

Dr. John Amos  
Center for Applied Engineering  
University of Missouri  
Rolla, MO 65401  
314/341-4559

Ms. Lynda Timmerman  
Center for Business Research  
Room 124, Cheek Hall  
Southwest Missouri State University  
Springfield, MO 65804  
417/836-5685

Small Business Development Center  
Southeast Missouri State University  
Cape Girardeau, MO 63701  
314/651-2112



Small Business Development Centers (Cont'd.)

Ms. Judy Burngen  
Small Business Development Center  
Rockhurst College  
5225 Troost Ave.  
Kansas City, MO 64110  
816/926-4572

Ms. Joan Weber  
Small Business Development Center  
St. Louis University  
3642 Lindell Blvd.  
St. Louis, MO 63108  
314/534-7232

Ms. Shirley Sifford  
Small Business Development Center  
Mineral Area College  
Flat River, MO 63601  
314/431-4593

Mr. Owen Miller  
SBDC Automation Project  
111 Electrical Engineering Building  
University of Missouri  
Columbia, MO 65211  
314/882-2691

Mr. Frank Seibert  
Small Business Development Center  
School of Business  
University of Missouri  
Columbia, MO 65211  
314/882-7096

Mr. Tom Henderson  
Missouri Cooperative Extension Service  
821 Clark Hall  
University of Missouri  
Columbia, MO 65211  
314/882-4321

Mr. Jerry Coffey  
SBIR/Hi-Tech Program  
P. O. Box 118  
Jefferson City, MO 65102  
314/751-3906

Mr. Dale Maudlin  
Small Business Development Center  
Northwest Missouri State University  
Maryville, MO 64468  
816/562-1701

Small Business Development Centers (Cont'd.)

Mr. Bill Ruble  
Small Business Development Center  
207 E. Patterson  
Kirksville, MO 63501  
816/785-4307

TECHNICAL ASSISTANCE CONTACTS

The University of Missouri has designated the following contacts to assist in accessing the University's community of professional scientists, laboratories, and technical expertise:

Dr. Don H Blount  
Graduate Dean & Vice Provost for Research  
202 Jesse Hall  
University of Missouri  
Columbia, MO 65211  
314/882-6311

Dr. Donald D. Myers  
Director, Center for Technological Development  
201 Harris Hall  
University of Missouri-Rolla  
Rolla, MO 65401  
314/341-4568

Dr. John Mishler  
Assistant Vice Chancellor for Research  
401 Scofield Hall  
University of Missouri-Kansas City  
Kansas City, MO 64110  
816/276-1303

Dr. Charles R. Kuehl  
Associate Professor of Management  
Center for business and Industry Studies  
1011 Tower Hall  
University of Missouri-St. Louis  
St. Louis, MO 63121  
314/553-6289

REQUESTS FOR SOLICITATIONS

Requests for placement on mailing lists and for copies of agency solicitations should be directed to the following addresses.

In addition, the SBA issues a Pre-Solicitation Announcement on a quarterly basis (March, June, September, and December) that previews the coming quarter's solicitations. To request placement on the PSA mailing list, write to:

Requests for Solicitations (Cont'd.)

U.S. Small Business Administration  
Office of Innovation, Research and Technology  
1441 L Street, NW, Room 500  
Washington, DC 20416

SBIR Program Manager  
U.S. DEPARTMENT OF AGRICULTURE  
Room 112 Justin Smith Morrill Bldg.  
15th and Independence Ave., SW  
Washington, DC 20251  
202/447-7002

DOC SBIR PROGRAM  
FB #4, Room 3316  
Suitland, MD 20233  
ATTN: Edward V. Tierran  
301/763-2418

Defense Technical Information  
U.S. DEPARTMENT OF DEFENSE  
ATTN: DTIC-SBIR  
Bldg. 5, Cameron Station  
Alexandria, VA 22304-6145  
800/368-5211

SBIR Program  
Office of Education Research & Improvement  
U.S. DEPARTMENT OF EDUCATION  
Mail Stop 40  
1200 19 St., NW  
Washington, DC 20208  
202/254-8247

SBIR Program Manager  
U.S. DEPARTMENT OF ENERGY  
Washington, DC 20545  
301/353-5707

Office of Grants Inquiries  
Division of Research Grants  
National Institutes of Health  
U.S. DEPARTMENT OF HEALTH & HUMAN SERVICES  
Bldg. 31, Room 1-B-54  
Bethesda, MD 20205  
301/496-1968

SBIR Program Manager, MS 1004  
U.S. DEPARTMENT OF THE INTERIOR  
Bureau of Mines  
2401 E Street, NW  
Washington, DC 20241  
\*Deferred until further notice

Requests for Solicitations (Cont'd.)

Dr. George Kovatch  
DOT SBIR Program Office, DTS-23  
U.S. DEPARTMENT OF TRANSPORTATION  
Transportation Systems Center  
Kendall Square  
Cambridge, MA 02142  
617/494-2051

Ms. Dana Lloyd  
Contracts Management Division  
(MD-33)  
ENVIRONMENTAL PROTECTION AGENCY  
Research Triangle Park, NC 27711  
919/541-3113

NATIONAL AERONAUTICAL AND SPACE ADMINISTRATION  
SBIR Program Manager - Code IR  
600 Independence Ave., SW  
Washington, DC 20546  
202/453-1499

Mr. Roland Tibbets  
Mr. Ritchie Coryell  
SBIR Program Managers  
NATIONAL SCIENCE FOUNDATION  
1800 G Street, NW  
Washington, DC 20550  
202/357-7527

U.S. Nuclear Regulatory Commission  
Division of Contracts/SBIR  
NUCLEAR REGULATORY COMMISSION  
Washington, DC 20555  
301/492-4294

AGENCY SBIR CONTACTS

The following individuals may be contacted to answer general questions pertaining to their respective agencies' solicitation topics:

Dr. Olga Owens  
Office of Grants & Programs Systems  
U.S. DEPARTMENT OF AGRICULTURE  
Washington, DC 20250  
202/475-5038

Mr. James P. Maruca, Director  
Office of SADB  
Department of Commerce  
Room 6411  
14th & Constitution Ave., NW  
Washington, DC 20230  
202/377-1472

Agency SBIR Contacts (Cont'd.)

Mr. Horace J. Crouch, Director  
Small Business & Economic Utilization Policy  
Office of Secretary of Defense  
U.S. DEPARTMENT OF DEFENSE  
Room 2A340 - Pentagon  
Washington, DC 20301-3061  
202/697-9383

Mr. John Christensen  
SBIR Program Coordinator  
Office of Education Research & Improvement  
U.S. DEPARTMENT OF EDUCATION  
Mail Stop 1727  
Washington, DC 20208  
202/254-8247

Ms. Gerry Washington  
c/o SBIR Program Manager  
U.S. DEPARTMENT OF ENERGY  
Washington, DC 20545  
301/353-5867

Mr. Richard Clinkscales, Director  
Office of Small & Disadvantaged Business Utilization  
U.S. DEPARTMENT OF HEALTH AND HUMAN SERVICES  
200 Independence Ave., SW, Room 513D  
Washington, DC 20201  
202/245-7300

Ms. Brenda J. Butler  
Bureau of Mines  
U.S. DEPARTMENT OF INTERIOR  
2401 E Street, NW  
Washington, DC 20241  
202/634-4704

Dr. George Kovatch, SBIR Program Manager  
U.S. DEPARTMENT OF TRANSPORTATION  
Kendall Square  
Cambridge, MA 02142  
617/494-2051

Mr. Walter H. Preston  
Office of Research & Development  
Research Grants Staff (RD-675)  
ENVIRONMENTAL PROTECTION AGENCY  
401 M Street, SW  
Washington, DC 20460  
202/382-7445

Agency SBIR Contacts (Cont'd.)

Mr. John Del Gobbo  
NATIONAL AERONAUTICS & SPACE ADMINISTRATION  
SBIR Office - Code IR  
600 Independence Ave., SW  
Washington, DC 20546  
202/453-1499

Mr. Roland Tibbets  
Mr. Ritchie Coryell  
SBIR Program Managers  
NATIONAL SCIENCE FOUNDATION  
1800 G Street, NW  
Washington, DC 20550  
202/357-7527

Mr. Raymond R. Gustave  
Office of Regulatory Research  
NUCLEAR REGULATORY COMMISSION  
Washington, DC 20555  
301/427-4250

PROPOSAL WRITING AIDS

To assist small business concerns planning to participate in the SBIR Program with their selection of projects and preparation of proposals, the Small Business Administration has published a pamphlet entitled "Proposal Preparation for Small Business Innovation Research (SBIR)" (no charge).

Copies of this publication may be obtained from the regional offices of the U.S. Small Business Administration. A listing of these offices follows:

SBA Regional Office  
60 Batterymarch  
10th Floor  
Boston, MA 02110

SBA Regional Office  
26 Federal Plaza  
Room 29-118  
New York, NY 10278

SBA Regional Office  
231 St. Asaphs Road  
Suite 640-W  
Bala Cynwyd, PA 19004

SBA Regional Office  
1375 Peachtree St., N.W.  
5th Floor  
Atlanta, GA 30367

SBA Regional Office  
8625 King George Drive  
Building C  
Dallas, TX 75235

SBA Regional Office  
911 Walnut Street  
13th Floor  
Kansas City, MO 64106

SBA Regional Office  
1405 Curtis Street  
22nd Floor  
Denver, CO 80202

SBA Regional Office  
450 Golden Gate Avenue  
San Francisco, CA 94102

SBA Regional Office

Proposal Writing Aids (Cont'd.)

SBA Regional Office  
230 South Dearborn St.  
Room 510  
Chicago, IL 60604

2615 4th Avenue  
Room 440  
Seattle, WA 98121

Writing SBIR Proposals: Update for 1986-86

by: Sandra Conn and Alfred W. Wurglitz  
Washington Publishing Group, Inc.  
1101 Vermont Ave., N.W., Ste. 400  
Washington, D.C. 20005

Preparing an R&D Funding Proposal (A Proposal Planning and Writing Guide, February, 1983)\*

by: Keith Roe  
College of Engineering and Applied Sciences  
Arizona State University  
Tempe, AZ 85287

SBIR Program Volume Two Winning Proposals: Full Text (\$35)

Small Business High Technology Institute  
1825 I Street, NW Suite 300  
Washington, DC 20006

How to Create a Winning Proposal

by: J. Ammon-Wexler & Catherine ap Carmel  
Mercury Communications, Inc.  
730 Mission  
Santa Cruz, CA 95060

Sample SBIR Proposal 1983 (no charge)

National Science Foundation  
SBIR Program  
Division of Industrial Science & Technological Innovation  
Washington, DC 20550

LITERATURE SEARCHES/TECHNOLOGY INFORMATION & ASSISTANCE

The SBA, Office of Innovation, Research and Technology, in conjunction with the University of Connecticut and the University of Southern California, will provide a fast-reaction technology information service for small businesses interested in participating in the Small Business Innovation Research (SBIR) program. The service provides, within 5 days, state-of-the-art information useful in preparing SBIR proposals or in guiding SBIR research efforts. The output is a comprehensive bibliography (often with abstracts) derived from a computerized search of a wide variety of data bases. The cost of this service to small businesses is \$125 per inquiry. SBA will provide supplemental funding to offset actual costs which are significantly higher. Documents can also be ordered for an

additional fee and can typically be delivered within three weeks. To obtain this service or additional information, please contact one of the following university-based centers:

For small firms in the states of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, and Wyoming:

Literature Searches/Technology Information & Assistance (Cont'd.)

University of Southern California  
Western Research Application Center (WESRAC)  
3716 S. Hope Street 200  
Los Angeles, CA 90007  
213/743-6132

For firms in all other states:

University of Connecticut  
New England Research Applications Center (NERAC)  
Mansfield Professional Park  
Storrs, CT 06268  
203/486-4586

Other sources also provide technology search and/or document services and can be contacted directly for service and cost information. These include:

National Technical Information Service (NTIS)  
5285 Port Royal Road  
Springfield, VA 22161  
703/487-4600

NSF Research Reports  
Capital Systems Group, Inc.  
11301 Rockville Pike  
Kensington, MD 20895  
301/887-9400

National Research Council/National Academy of Sciences  
(NRC/NAS Documents)  
2101 Constitution Avenue  
Washington, DC 20418  
202/334-2138

Aerospace Research Applications Center  
P. O. Box 647  
Indianapolis, IN 46223  
317/264-4644

Kerr Industrial Applications Center  
Southeastern Oklahoma State University  
Durant, OK 74701  
405/924-6822



Literature Searches/Technology Information & Assistance (Cont'd.)

North Carolina Science and Technology Research Center  
State University System of Florida  
500 Weil Hall  
Gainesville, FL 32611  
904/392-6626

North Carolina Science and Technology Research Center  
P. O. Box 12285  
Research Triangle Park, NC 27709  
919/549-0671

NASA Industrial Applications Center  
701 LIS Building  
University of Pittsburg  
Pittsburgh, PA 15260  
412/624-5211

NASA/UK Technology  
University of Kentucky  
109 Kinhead Hall  
Lexington, KY 40506  
606/257-6322

National Appropriate Technology Assistance Service (NATAS)  
U.S. Department of Energy  
P. O. Box 2525  
Butte, MT 59702-2525

Defense Technical Information Center  
ATTN: DTIC-DDR  
Bldg. 5, Cameron Station  
Alexandria, VA 22314  
800/368-5211 (toll free)  
202/274-6902 (commercial for AK, HA, VA)  
Note: See the current DOD SBIR solicitation for details.

OTHER PUBLICATIONS & DOCUMENTS

Small Business Guide to Federal R&D Funding Opportunities\*  
#038-000-00522-7

National Science Foundation  
Washington, DC 20550

Contracting with the U.S. Department of Transportation  
#1984-471-018-814/4792

U.S. Department of Transportation  
400 Seventh Street, SW  
Washington, DC 20590

Other Publications and Documents (Cont'd.)

The National Oceanic and Atmospheric Administration Brochure (general organizational and mission information)

Office of Public Affairs, Room 6013  
U.S. Department of Commerce  
14th and Constitution Ave., NW  
Washington, DC 20230

Guide to Innovation Resources and Planning for the Smaller Business (\$13.50)

#PB84-176304/LAH  
Office of Productivity, Technology & Innovation  
U.S. Department of Commerce  
National Technical Information Service (NTIS)  
5285 Port Royal Road  
Springfield, VA 22161  
703/487-4650

Application and Review Procedures for the NIH SBIR Program

Institute Insight  
2000 P Street, NW, Suite 305  
Washington, DC 20036

The NRC Long-Range Research Plan (LRRP)

#NUREG-0961  
NRC Public Documents Room  
1717 H Street, NW  
Washington, DC 20555  
  
NRC/GPO Sales Program  
U.S. Nuclear Regulatory Commission  
Washington, DC 20555

The NRC Long-Range Research Plan (LRRP) (Cont'd.)

National Technical Information Service (NTIS)  
5284 Port Royal Road  
Springfield, VA 22161  
730/487-4650

Fiscal Year 1986 Research and Development Program (U) A Summary Description, April, 1985

Defense Advanced Research Projects Agency  
1400 Wilson Blvd.  
Arlington, VA 22209

## LIBRARIES

In addition to the following, a list of the Federal Deposit Libraries located in Missouri is available upon request from the SBIR/High-Tech Program, State of Missouri, at the address on Page 1.

Linda Hall Library  
5109 Cherry  
Kansas City, MO 64110  
816/363-4600

John Crerar Library  
35 West 33 Street  
Chicago, IL 60616  
312/225-2526

## TECHNICAL IDEA EVALUATION

Technical Idea Evaluation Program  
Missouri Corporation for Science and Technology  
P. O. Box 118  
Jefferson City, MO 65102  
314/751-3906

SBIR RESEARCH AREAS OF INTEREST - FY 86

AGENCY	TOPICS	LIFE SCIENCE	BEHAVIORIAL SCIENCE	TRAINING PROJECTS	COMPUTER/ SOFTWARE	ENGINEER- ING	INSTRUMEN- TATION	PHYSICAL SCIENCE	CHEM- ISTRY	ELECTRONICS
DEFENSE	509	*	*	*	*	*	*	*	*	*
HHS	246	*	*	*	*	*	*	*	*	*
NSF	21	*	*	*	*	*	*	*	*	*
NASA	15	*	*		*	*	*	*	*	*
ENERGY	26	*			*	*	*	*	*	*
NRC	8					*	*	*	*	*
COMMERCE	8	*					*		*	*
EDUCA- TION	12			*	*		*	*	*	*
AGRICUL- TURE	6	*	*	*	*	*		*	*	*
TRANSPOR- TATION	35			*	*	*		*	*	*
INTERIOR	13	*		*	*	*		*	*	*
EPA	7	*		*		*	*	*	*	*

SMALL BUSINESS INNOVATION RESEARCH (SBIR) PROGRAM: VITAL STATISTICS

AGENCY	DEFENSE	NIH	NASA	ENERGY	NSF	HHS/PHS	DOT	USDA	EPA	EDU- CATION	NRC	COMMERCE
1985 Phase I Awards	530	399	151	112	105	32	30	23	20	13	10	7
Proposals/ % Approved	3571/15%	1732/23%	1164/13%	861/13%	934/11%		318/9%	299/8%	154/13%	141/9%	72/14%	154/5%
1986 Awards/ Max/Dollars	550/50K	400/50K	150/50K	100/50K	120/40K	35K	30/50K	20/50K	20/50K	15/30K	10/50K	10/30K
Topic Areas	509	182	15	26	21	64	35	6	7	12	8	8
Research or Development Oriented	D	R	D	R	R	R	D	R	D	D	D	D
Due Date/ Approval Time	1/31/85 6-8 mos	12/6/85* 6 mos	5/28/86 4 mos	1/15/86 6 mos	7/15/86 6 mos	12/6/85* 6 mos	5/1/86 6 mos	12/2/85 6 mos	12/6/85 5 mos	3/10/86 6 mos	3/28/86 3-6 mos	1/15/86 3 mos
1986 Dollars/ 1985 Dollars	\$160 M/ \$79 M	\$55 M/ \$44 M	\$34.4 M/ \$24.2 M	\$30 M/ \$24.7 M	\$16.5 M/ \$12.4 M	\$3 M/ \$1 M	\$3 M/ \$3 M	\$3.3 M/ \$3.0 M	\$2.6 M/ \$1.9 M	\$1.5 M/ \$1.2 M	\$1.4 M/ \$1.3 M	\$1 M/ \$0.6 M
Phase II Awards/ Proposals	139/151	55/137	50/113	46/91	42/87		6/16	11/16	6/10	5/11	5/10	3/7
Contract or Grant	C	G/C	C	C	G	G/C	C	G	C	C	C	C
Profit/Fee	Yes	Yes	Yes	Yes	Yes		Yes		Yes	Yes	Yes	Yes
Unsolicited Proposals		Yes							Yes		Yes	
University Participation Helpful	Yes	Yes	Yes		Yes	Yes	Yes	Yes	Yes	Yes		
# Copies of Proposals	5	20	6	10	10	3	6	10	6	6	6	10
Telephone Number	(202) 697-9383	(202) 468-1968	(202) 453-1499	(301) 353-5867	(202) 357-7527	(202) 245-7300	(617) 494-2051	(202) 447-7002	(202) 382-7445	(202) 254-8247	(301) 427-4250	(202) 763-2418

\*NIH & PHS Operate on Multiple Deadline Schedules

